

# THE NEWS-LETTER

TO CLERKS OF CAMP, MODERN WOODMEN OF AMERICA.

Issued by HEAD CLERK J. G. RAY

ROCK ISLAND, ILLINOIS

(Monthly) VOL. VII. No. 9



SEPTEMBER 15, 1927

## AN OLD-TIMER

Clerk George W. Sies (357), Oxford, Iowa, has challenged the record of longest service in that position that was given in the July issue of THE NEWS-LETTER. At that time, according to information in the Head Clerk's office, the Clerk who had continuously served as such for the longest period of time was credited to Clerk W. H. Ray (486), Shabbona, Illinois, whose length of service at that time had been 39 years 7 months and 5 days.

The claim of Neighbor Sies as to longer service has been verified and it is found that he was first elected on June 7, 1887, and has continued to serve as Clerk for 40 years 3 months and 8 days. Incidentally he is the only Neighbor who has served as Clerk of his Camp.

This is the longest continuous record of any Clerk that has yet been found. However, if some other Clerk will come forward and present evidence of longer continuous service, he will be given proper credit.

## DUPLICATE PASS REPORTS

Every month some Clerks spend money on telegrams to the Head Clerk asking for duplicate monthly Pass Report blanks. Of course, such requests are complied with by return mail. However, as heretofore stated in these columns from time to time in the past, each and every Clerk of Camp should always have on hand an emergency Pass Report blank for use where the regular report for some reason does not come to hand in time to be formulated and forwarded to reach Rock Island prior to the 15th of the month.

This emergency Pass report is printed on pink paper and is, therefore, easily distinguished from the regular form of report blank. It is intended for use where for any reason the regular report does not reach the Clerk of Camp at the usual time.

Every possible effort is made at the Head Office to correctly maintain the name and address of each Clerk of Camp. The mailing-list used in mailing out the Pass reports each month is set up in addressograph form and the envelopes are, therefore, mechanically addressed, with no chance for the imprint from any plate being skipped. Of course, there is a possibility of mail being lost and sometimes a Clerk will not have reported change in his address in time to include such change in the Pass report mailing. This is all the

more a good reason for all changes in Clerks' addresses to be promptly sent in.

## IN THIS ISSUE:

An Old-Timer.  
Answers to Questions.  
Conservation of New Members.  
Duplicate Pass Reports.  
Father and Son.  
Membership and Financial Data.  
Reasons for Transfers.  
Rendering Correct Reports.  
Statistical Department.  
Talking It Over.

*The percentage of Clerks who fail to receive monthly Pass Report blanks regularly and promptly is quite small. It will be observed that the reports are forwarded by first-class sealed mail and thus, so far as street addresses in cities being changed, should cause but little delay where the new address is lacking.*

The best way is to always have an extra report on hand and the emergency Pass Report blank is intended for the purpose mentioned.

Where this precaution is observed it will obviate the necessity of Clerks mailing monthly Camp liability remittances to the Head Office unaccompanied by the proper reports that should always carry the number of members remitted for at the various rates. It is manifestly impossible to pass such remittances to credit without knowing on whose account the aggregate remittance covers and protects.

## FATHER AND SON

My attention was recently called to the fact that Neighbor Gus Hald, Clerk of Camp No. 971, Phillips, Nebraska, is the father of Neighbor Edmund F. Hald, Clerk of Camp No. 408, Grand Island, Nebraska. Thus the son is following in his father's footsteps.

*If there are any other similar combinations I will be pleased to have Clerks give me that information.*

## ANSWERS TO QUESTIONS

In last month's issue there were twelve questions that readers of *THE NEWS-LETTER* were given an opportunity to answer and I am now giving the answers. Those who participated in this question-and-answer stunt should check up their own answers with those following and thus see how many were correctly answered:

- Q. 1—When was Modern Woodmen of America organized?  
A.—January 5, 1883.  
Q. 2—In what state was the first Camp chartered?  
A.—Iowa.  
Q. 3—Where?  
A.—Lyons.  
Q. 4—In what town was the first Head Office located?  
A.—Pulton, Illinois.  
Q. 5—Where is Modern Woodmen of America Sanatorium located?  
A.—Woodmen, Colorado.

Q. 6—What was the total Beneficial membership July 1, 1927?  
A.—1,162,368.  
Q. 7—How many local Camps in good standing, same date?  
A.—13,585.  
Q. 8—What was the amount of insurance in force, same date?  
A.—\$1,673,699,000.

Q. 9—What is the latest date in the month the Pass report must reach the Head Office to prevent Camp's suspension?  
A.—The 15th.

Q. 10—In what amounts are Whole Life Benefit certificates issued?  
A.—\$1000, \$1500, \$2000, \$3000, \$4000, and \$5000.

Q. 11—When does the next Head Camp meet?  
A.—June, 1928.

Q. 12—(a) What is the most direct railway mileage from San Francisco to Rock Island? (b) From New York?  
A.—(a) 2094 miles; (b) 1076 miles.

## STATISTICAL DEPARTMENT

A brief account of the Statistical department of the Head Clerk's office is here presented, as the twelfth installment in the series of departmental stories.

The Society has about thirteen thousand six hundred local Camps, and, in order to properly conduct correspondence with them, it is necessary to have a complete record of the principal Camp officers. Such record, with the meeting notes and membership of local Camps, is maintained by this department. Of course, the names

and addresses of the officers can be obtained only from the reports which Clerks are asked to furnish immediately following the annual election of officers, and if a Clerk neglects to give that information, the Head Clerk is forced to continue using the past year's report as the latest received, even though it is not up-to-date. We make every possible effort to obtain the roster of officers promptly following the annual elections, and as a rule, the local Camp Clerks respond splendidly to our request for it.

To facilitate the handling of correspondence in the Head Offices, a roster of all Clerks, and an index, by location, of all local Camps, are printed monthly on copy prepared in this department, which also furnishes copy for a daily supplemental list of changes of Camp Clerks, as well as their addresses. As soon as a change in the Clerkship of a Camp, or in the address, is received by the Head Clerk, it is included in the daily roster supplement, and every department is informed of it in that way. An alphabetical list of Camp Clerks is also maintained for reference.

In case the name of the Clerk is known, but not the Camp number. A roster of all Camp Consuls is kept separately from the roster cards, and the department also maintains a list of all Camps by counties, in addition to the roster of Camps in numerical order.

Copies of all circulars issued by the Society and of all printed forms used in the Head Clerk's office are preserved by the department for reference or historical purposes. In addition, the department, under personal direction of the Head Clerk, handles the advance clerical work incident to the quadrennial County, State, and Head Camps.

Miss Katherine E. Burt is chief of this department, and she has been employed in the Head Clerk's office for thirty-four years.

## REASONS FOR TRANSFERS

Readers of *THE NEWS-LETTER* have noted in these columns from month to month the suggestions and recommendations I have made as to the importance of members transferring to the Camps where they reside.

*Transfers from one Camp to another in the same city or town should not be confused with this recommendation. There should be no proselyting as between such Camps.*

There are many good reasons why a member who has moved away from the jurisdiction of his Camp should affiliate with the resident Camp. Director John D. Vols of Indianapolis has assembled ten of these good reasons. He compiled them in a small circular for the use of his own Camp in soliciting the transfers of members and they are so thoroughly to the point that I am passing them on here for the benefit and use of Clerks who are interested in such an undertaking.

I will furnish a list of nonresident members, without charge, to any Clerk who asks me for it.

## The Cost

1. It costs nothing to secure a Transfer card and nothing to deposit it in any Camp. In most other societies they charge a substantial fee, but Modern Woodmen of America has made this free because our experience shows it is best for the Neighbor to hold membership in the town in which he resides. (There are two exceptions to the above statement. If a member transfers to another Camp located in the same city or town as the Camp from which he transfers, or transfers to another Camp located elsewhere and continues to reside within the jurisdiction of the Camp from which transfer is requested, he shall be required to pay a fee of 50 cents at the time of making application for transfer, 25 cents of which is to accompany the application to the Head Clerk.)

## Avoids Risk

2. The danger of suspension is less when the member is in close touch with his Clerk and his Camp. Thousands of Modern Woodmen have lost their memberships on this account, and this might happen to you also. Why take unnecessary chances?

## Protection

3. It is always risky to depend on others to attend to your business and the mail sometimes goes wrong. The Camp may pay in a new Clerk unknown to you and the fellow you depend upon may forget just at the time when a temporary suspension means no insurance to your family. Your certificate is a valuable piece of property and its safety is worth more to your family than any sentimental reasons for not transferring.

## Fraternal Advantages

4. Every Modern Woodman is entitled to certain fraternal service in time of sickness or other misfortune. He pays for it to the Camp in which he holds membership, but never receives the benefit if his Camp is far away. The dues paid to the old Camp for these benefits are a total loss to the member, in addition to the expense of sending by mail and the worry about receipts, etc. Even if the local dues are a few cents more per month where you reside, it is worth more in every way to have your membership where you live and where you can get something for your money.

## Local Activities

5. Sometimes a member does not want to transfer because he feels the old home Camp needs him. This is a commendable thought but a very mistaken idea. Such Camps are not growing or doing anything toward building the Society and are satisfied to exist at the expense of nonresident members who can receive no fraternal benefits. When the nonresident members transfer out it will cause the Camp to become active and secure new applicants who can be found in any community. Modern Woodmen of America must grow or it can not live and succeed. To help your old home Camp to live without growing is contrary to the best interests of the Camp, the Society, and yourself.

## Community Loyalty

6. When we move into a new community we become a part of it and should lend our personal influence toward building its moral, religious, civic, and fraternal institutions and make it a good place in which to live. We can not expect much from any community unless we are loyal to it and give to it the best there is in us. It is a privilege, as well as a duty, to join hands with others engaged in service for humanity in the place we live.

## Ask Your Clerk

7. To transfer in Modern Woodmen of America has been made easy to encourage members to do so. The Head Clerk knows from experience that it is best for all concerned. Even though not sure of a permanent residence, the member should transfer as often as he moves, and not delay for any reason. When you decide to move, just ask your Clerk to get a Transfer card for you. You must be paid up for that month, and if you have paid in advance you will have that to your credit in the Camp which you join. Your Transfer card is good to join any Camp which accepts you.

## The Accepting Camp

8. Whenever a transient member is invited to transfer to a Camp where he resides it should be accepted as an effort to do him a favor and to share with him the social and fraternal benefits of the great Beneficiary Society in the world. Considered from all sides it is difficult to find any good reason for declining the invitation.

## Co-operation and Service

9. In case of sickness it is worth much to have other Modern Woodmen call with words and deeds of sympathy in our affliction. None receive any compensation for this service, other than the joy which comes to all when so engaged. Unless one is afflicted with his Camp and placed in service to be of service to other Neighbors he can not expect this service for himself.

## In the Event of Death

10. In the event of death after other Modern Woodmen is expected to make an affidavit in the death proofs that he knew the member in his lifetime and that the deceased is the same person who held membership in Modern Woodmen of America. When no other Modern Woodman is in position to make this affidavit the family is obliged to go to a lot of extra trouble to prove the identity before the insurance can be paid, all of which can be avoided by the member while alive by affiliating with some Camp near his residence. When a home is filled with grief and despair, the family would give anything if the member had not neglected to fulfill his complete duty to himself and his family.

## MEMBERSHIP AND FINANCIAL DATA

Beneficial members, August 1, 1927.....	1,161,949
Social members, August 1, 1927.....	14,485
Total membership, August 1, 1927.....	1,176,434
Insurance in force, August 1, 1927.....	\$1,670,181,000.00
New Camps chartered in August, 1927.....	5
Number local Camps, August, 1927.....	13,583
Total Benefit certificates issued in 1926.....	108,072
Benefit certificates written in August, 1927.....	5,340
Benefit certificates issued in 1927 to.....	
September 1.....	59,678
Number death claims paid in August.....	1,069
Amount paid to beneficiaries, August.....	\$ 1,785,376.10
Total death claims paid since organization to.....	
September 1, 1927.....	215,692
Total amount death claims, same period.....	\$ 371,430,840.48
Total 1927 benefit paid (884).....	\$ 4,987,483.30
Benefit fund surplus invested in bonds and mortgages.....	\$ 41,103,206.28

## THE HOME

The American home is the most important factor in the lives of our people.

The principal purpose of Modern Woodmen of America is to substantially protect the homes of America.

During the last forty-four years, 90 per cent of Modern Woodmen of America's fraternal benefits have been received by widows and children in those homes.

## RENDERING CORRECT REPORTS

Judging from the condition in which the Pass reports from many Camps are reaching the Head Office, it is my firm conviction that the Clerks of those Camps make no effort to determine whether their reports are in harmony with their membership records and correctly represent the membership in good standing on the assessment covered by the reports rendered before mailing them to the Head Office.

It is quite evident that the Clerks I have in mind follow the practice of using their record or copy of the previous Pass report as a basis from which to formulate the current Pass report, and make up the rate summary by adding to and deducting from the different rate groupings affected by the membership changes being reported in the current report, instead of making the rate summary by an actual count of the membership in good standing.

The practice first mentioned might be justified if the Clerk would first determine from his membership record how many members are in good standing and how much is due the Head Camp on their account on the Pass report being rendered; then compare the formulated report with the membership record footings.

If they do not agree he should go over his work until the error is discovered. But if a Clerk does not do this his Pass report is not in agreement with his record and my record is out of balance.

I wish to again emphasize the fact that the Pass report is the basis of all records in the Head Office and it is; therefore, of highest importance that the Pass reports shall be correct before mailing. Otherwise, my records, based on those reports, are incorrect and the insurance rights of some members are thereby possibly jeopardized.

If you, Neighbor Clerk, have not been seeing to it that your Pass reports are in balance with your membership record before mailing them, will you not do so hereafter? Thank you!

## CONSERVATION OF NEW MEMBERS

There is room for improvement on the part of many Clerks of Camp in their contact with new members. *Too many members go into early suspension on the second, third, fourth, and fifth monthly payments.* This experience does not prevail in Camps where the Clerks take the precaution of impressing upon each new member when his Benefit certificate is delivered to him that he must pay one Benefit fund assessment and Camp General fund dues every month without notice.

This whole matter is one of development through education and no Clerk should be content with having reminded the new member only once of his financial obligation to the Society. It takes a little patience but it is of inestimable value to the member and to the Society; therefore, well worth while from the Clerk's standpoint.

*There is no benefit gained by any Camp or the Society where new members enter the front door and exit through the back door suspension route in short order.* This experience can be improved upon in many Camps if more thorough attention is paid to new members. And above all, the Clerk himself should keep in close personal touch with the new member until he is thoroughly informed about his payments and until he acquires the custom of paying promptly and regularly as required.

According to the best information I can get, thousands of new members are held in good standing through efforts of Clerks to induce them to pay several months in advance. If a new member thus starts out

in the early days of his membership by paying in advance, he is likely to continue the practice in after years.

It is true that the responsibility of maintaining good standing devolves upon the member himself, yet in thousands of instances he must either be reminded of the duty to pay or he will be lost to the Society and some one must act for the protection of his beneficiaries. This service usually devolves upon the Clerk of Camp who is the one local officer having first-hand knowledge of the facts.

It is to the great credit of Clerks of Camp to say that most of them use time, influence, and much labor in keeping their records as clear from suspensions as can possibly be done.

Sometimes the importance of getting the new member lined up and keeping him lined up in paying promptly until he forms the habit is not given sufficiently close attention.

Thus, I repeat that there is room for improvement in many Camps on the part of Clerks in preventing early suspensions of new members. I am sure that Clerks appreciate the importance of remedying this situation wherever it exists. The way to help remedy it is not only to think about it, but to take the proper corrective action.

## TALKING IT OVER

Did you ever attend a "home-coming" back in the old home town?.....*If you had been away from there for twenty-five, thirty, or forty years, did you have a good time?.....Of course, you did.....Greeting old-timers, former friends, and associates.....Meeting the younger generation.....Looking up the old home site and the habitations of bygone years.....Noting the changes, mayhap all for the better.....The paved streets, new sky line and store fronts.....Nearly everything different from the picture lingering for years in your mind.....A genuine reunion, a talk-fest, comparing experiences and indulging in story-telling contests of former years—some true and others exaggerated.....Last month I had all the pleasant experiences of attending a home-coming in the old home town of Greenville, which is in Bond county, in the State of Illinois.....Nearly four hundred former residents journeyed there.....Hospitality, friendliness, good cheer, abundantly manifested.....It gave me the thought of adapting the home-coming idea to local Camps.....Why not hold such a celebration and reunion; inviting the old-timers who have dropped out of the picture for years, to come to a meeting!.....A musical program, an experience meeting, palatable refreshments, a renewal of the neighborly spirit and interest in the welfare of the Camp.....We have had thousands of Camp anniversary celebrations.....Why not try the home-coming idea?.....In many Camps there are some members still living within its jurisdiction, whose shadows have not darkened the Camp hall for a quarter of a century or less.....Others living in nearby towns, others within traveling distance.....Call them back home—to the Camp where they took the obligation.....It will do them good.....and will be an inspiration for all.....a tonic, tuning up genuine friendships and fraternity.....Something to be long remembered with pleasure.....*

Yours fraternally,

*J. Ray*  
Head Clerk.